



The centerpiece of the DAW experience is the AT&L Performance Learning Model (PLM).

This learning and development architecture provides each member of the Defense Acquisition Workforce with more control over his or her career-long learning opportunities.

The PLM extends the learning experience from traditional classroom instruction to a variety of learning solutions that are available anytime, anywhere.

The Defense Acquisition Workforce can experience:

- *Training* through Web-enabled and classroom training with case-based instruction.
- *Continuous Learning* with self-paced, relevant training modules to improve job performance.
- *Performance Support* with rapidly delivered business solutions offered to students and their organizations after the classroom experience.
- *Knowledge Sharing* through DAW's online Web sites—the AT&L Knowledge Sharing System and the Acquisition Community Connection—where they connect with experts, peers, and acquisition resources.



Defense Acquisition University
9820 Belvoir Road
Fort Belvoir, Virginia 22060-5565

www.dau.mil
1-888-284-4906



West Region
San Diego, California
619-524-4800



Midwest Region
Kettering, Ohio
937-781-1025



South Region
Huntsville, Alabama
256-722-1100



Mid-Atlantic Region
California, Maryland
240-895-7344



Capital and Northeast Region
Fort Belvoir, Virginia
703-805-2764



DSMC - School of Program Managers
Fort Belvoir, Virginia
703-805-2436



(1/09)

Learn. Perform. Succeed.



Acquisition Leadership and Management



Three opportunities for professional development
for Level III-certified DAWIA careerists

ACQ 450

Leading in the Acquisition Environment

- ACQ 450 provides an overview of the competencies and skills necessary for current and potential DoD acquisition leaders and provides the foundation for leading up, down, and across in an acquisition environment.
- ACQ 450 learning activities will include role play, critical-thinking exercises, crucial communication simulations, and completion of a 360° feedback instrument.
- Participants in ACQ 450 will:
 - Design a plan to improve leadership effectiveness in the acquisition environment;
 - Formulate a leadership solution for a work-related issue after team discussion of viable alternatives; and
 - Develop a strategy to lead an organization to effective performance in an environment of rapid and constant change.

Value Proposition: Leading Up, Down, and Across



ACQ 451

Integrated Acquisition for Decision Makers

- ACQ 451 exposes participants to multiple perspectives in identifying the acquisition challenges and in developing strategies for improving integration throughout the acquisition environment. This course spans all dimensions of integrated acquisition, providing a wider field of view.
- Exploratory learning methods will include small and large group exercises, dilemma case studies, and facilitated discussions.
- Participants in ACQ 451 will:
 - Recognize the challenges of and opportunities for integrated acquisition associated with their own environments; and
 - Formulate tailored strategies to promote effective integration and collaboration both within and outside their organizations.

Value Proposition: Integrated Acquisition — A Wider Field of View



ACQ 452

Forging Stakeholder Relationships

- ACQ 452 exposes DoD acquisition members to the methods and skills for identification, assessment, and building of stakeholder relationships required for success in the acquisition environment.
- Action learning events will entail a pre-course stakeholder assessment, simulation, communication, and critical thinking.
- Participants in ACQ 452 will:
 - Apply a stakeholder model to their current or future program assignments;
 - Discuss how to meet stakeholder expectations and communicate effectively relative to constraints and DoD guidance; and
 - Develop an action plan to promote effective relationships in an acquisition environment.

Value Proposition: Building Ownership Across the Enterprise



Who should attend these courses: Civilians GS-13 through 15 and Military O4 through O6
Prerequisite: Level III certification in at least one acquisition career field and at least three years of Level III experience.
Industry and allied participants should have at least three years of Level III-equivalent acquisition experience.